



MANAGEMENT DISCUSSION AND ANALYSIS
FOR THE THREE AND NINE MONTH PERIODS ENDED
DECEMBER 31, 2014

DATED MARCH 2, 2015

Pediapharm Inc.

Management discussion for the three and nine month periods ended December 31, 2014

SCOPE OF THIS MANAGEMENT DISCUSSION & ANALYSIS AND NOTICE TO INVESTORS

This management discussion and analysis of financial position and results of operations ("MD&A"), is prepared as of March 2, 2015, and complements the unaudited condensed interim consolidated financial statements of Pediapharm Inc. ("Pediapharm" or the "Company"), which include Pediapharm Licensing Inc., its wholly owned subsidiary, for the three and nine month periods ended December 31, 2014, which are compared to the three and nine month periods ended December 31, 2013.

All financial information has been prepared in accordance with International Financial Reporting Standards ("IFRS") and all amounts are in Canadian dollars unless otherwise indicated. The condensed interim consolidated financial statements and related notes have been prepared in accordance with IAS 34, Interim Financial Reporting, as issued by the International Accounting Standards Board. They do not contain all the information required to be disclosed in annual financial statements. Certain information and notes usually provided in the annual financial statements have been omitted or condensed when not deemed essential to the understanding of the interim financial information of the Company. Therefore, this MD&A should be read in conjunction with the information contained in the audited consolidated financial statements of the Company and the notes thereto for the fifteen month period ended March 31, 2014.

The unaudited condensed interim consolidated financial statements and the MD&A have been reviewed by the audit committee and approved by the Company's Board of Directors on March 2, 2015. These documents and more information about the Company are available on SEDAR at www.sedar.com.

FORWARD LOOKING STATEMENTS

Certain statements made in this MD&A are forward-looking statements or information. The Company is hereby providing cautionary statements identifying important factors that could cause the Company's actual results to differ materially from those projected in the forward-looking statements. Any statements that express, or involve discussions as to, expectations, beliefs, plans, objectives, assumptions or future events or performance (often, but not always, through the use of words or phrases such as "may", "is expected to", "anticipates", "estimates", "intends", "plans", "projection", "could", "vision", "goals", "objective" and "outlook") are not historical facts and may be forward-looking and may involve estimates, assumptions and uncertainties which could cause actual results or outcomes to differ materially from those expressed in the forward-looking statements. In making these forward-looking statements, the Company has assumed that the current market will continue and grow and that the risks listed below will not adversely impact the business of the Company. By their nature, forward looking statements involve numerous assumptions, inherent risks and uncertainties, both general and specific, which contribute to the possibility that the predicted outcomes may not occur or may be delayed. The risks, uncertainties and other factors, many of which are beyond the control of the Company that could influence actual results include, but are not limited to: future capital requirements and dilution; intellectual property protection and infringement risks; competition (including potential for generic competition); reliance on key management personnel; Pediapharm's ability to implement its business plan; regulatory approval by the Canadian Health authorities; product reimbursement by third party payers; patent litigation or patent expiry; litigation risk; stock price volatility; government regulation; potential third party claims. The Company's expected revenue in the Future Outlook section is based on historical revenue growth. Further, unless otherwise noted, any forward-looking statement speaks only as of the date of this MD&A, and, except as required by applicable law, the Company does not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made or to reflect the occurrence of unanticipated events. New factors emerge from time to time, and it is not possible for management to predict all such factors and to assess in advance the impact of each such factor on the business of the Company, or the extent to which any factor or combination of factors may cause actual results to differ materially from those contained in any forward-looking statement.

Pediapharm Inc.

Management discussion for the three and nine month periods ended December 31, 2014

KEY HIGHLIGHTS-PERIOD ENDED DECEMBER 31, 2014

- NYDA®, a breakthrough treatment for head lice and its eggs, is a major contributor to the revenue growth and is on track to reach over \$2,000,000 in revenue in the year ended March 31, 2015 (“fiscal 2015”). With approximately 10% market share (IMS data- June 2014) and given the market trends favoring the use of NYDA due to a high level of lice resistance with competitive pesticide-based shampoos, Management believes NYDA is well positioned to reach \$3,200,000 in fiscal 2016 and its projected peak sales of \$6,000,000-\$8,000,000 by fiscal 2018.
- Total revenue for the three-month period ended December 31, 2014 is approximately the same as total the three-month period ended September 30, 2014. While the Company has historically been showing solid quarter-over-quarter growth, the seasonality of the Company’s main product, NYDA, had an impact on revenue when comparing both periods. Furthermore, when comparing revenue generated from the sale of products (excluding commission revenue), revenue has increased by 90% in the three-month period ended December 31, 2014 compared to the three-month period ended December 31, 2013.
- The Company has over \$3,055,000 of working capital as of December 31, 2014.
- On October 8, 2014, Pediapharm acquired the exclusive Canadian rights to a novel patented formulation of Ciprofloxacin 0.3% and Fluocinolone Acetonide 0.025% otic solution. Pediapharm intends to register the combination product for 2 indications in adults and children older than 6 months old: 1) acute otitis media in patients with tympanostomy tubes (“AOMT”); 2) acute otitis external (swimmer’s ear). In addition to the recent results from two phase III trials in patients suffering from AOMT, Laboratories SALVAT S.A., Ltd has been commercializing this product with success since 2011 in several European countries, where the product captured between a 22% and 28% market share. In Canada, this novel combination product will be competing in a market estimated by management to be approximately at \$25,000,000 (IMS data-2013).
- On December 18, 2014, Pediapharm acquired the exclusive Canadian rights to rupatadine, a novel second generation antihistamine with a unique profile of anti-inflammatory properties. The Company intends to register both the adult and pediatric products for the following indications: allergic rhinitis and urticaria. It will be competing in a market estimated to be at \$105 million; including \$17 million from prescriptions (Rx). As a reference, rupatadine tablets are already registered and authorized in more than 70 countries while the pediatric solution is already authorized in 43 countries.
- As a result of its on-going business development efforts, Pediapharm has 4 key products (Easyhaler-Budesonide, Cuvposa, Cetraxal-Plus and Rupatadine) that have been filed or in the process of being filed with Health Canada; thus, well positioned to sustain its future growth.
- The Easyhaler®-budesonide filing is currently under review by Health Canada after clearing the screening process in July 2014. Given the internal Health Canada timelines for such a dossier, the Company remains confident to obtain marketing approval by end of June 2015.

SUBSEQUENT EVENTS

Launch of Pediapharm Naproxen Suspension

On February 5, 2015, in conjunction with the annual meeting of the Canadian Rheumatology Association (“CRA”), Pediapharm announced the launch of Pediapharm Naproxen Suspension, the Company’s first product acquisition. This product will be competing in a Canadian market valued at \$76 million (prescription tablets and suspension NSAID-IMS data 2013).

Pediapharm Inc.

Management discussion for the three and nine month periods ended December 31, 2014

FUTURE OUTLOOK

The Company's focus remains to execute its commercial plan with existing products, such as NYDA®, a revolutionary treatment indicated for eradication of head lice and its eggs. NYDA® is on track to reach over \$2,000,000 in revenue in fiscal 2015 and has the potential to achieve peak revenues of \$6,000,000 to \$8,000,000 by fiscal 2018.

Pediapharm has a product pipeline of secured exclusive agreements which management believes will enable the Company to obtain its corporate goal of reaching between \$35,000,000 and \$40,000,000 within the next 5-6 years. As described below, projected revenues to be generated from existing licences/products that have not yet been launched and/or require Health Canada approval are estimated at \$34,000,000:

PEDIAPHARM PRODUCT PIPELINE					
PRODUCT	PARTNER-COUNTRY	INDICATION	MARKET SIZE (CDN \$)	EST. PEAK SALES (CDN \$)	EST. LAUNCH
Pediapharm Naproxen Suspension	Acquired from Roche-Canada	Juvenile Rheumatoid Arthritis & Other Medical Pain Conditions	Suspension / Liquid: 8 M Tablets: 68 M	4 M	Q-1 2015
Easyhaler-Budesonide (*)	Orion-Finland	Asthma	195 M	15 M	Q-3 2015
Cuvposa (*)	Merz Pharma-USA	Severe Drooling – Cerebral Palsy	25 M	5 M	Q-4 2016
Cetraxal-Plus (*)	Salvat Laboratories-Spain	Ear Infection, Swimmer's Ear	25 M	4 M	Q-4 2016
Rupatadine (*)	Uriach-Spain	Antihistamine (RX indication)	120 M	6 M	Q-4 2016
TOTAL			441 M	34 M	
(*) Requires Health Canada Approval					

Now that Pediapharm has positioned itself with a strong pipeline as shown above, the Company's core strategy regarding business development has recently evolved to focus more on acquisitions of products with existing sales and on co-promotion for products already approved in Canada. The key objective is to generate profitability in a timely fashion while pursuing the regulatory process of the agreements signed in 2014. In parallel, Pediapharm will still assess exclusive licensing agreements (commonly known as "in-licensing").

With the excellent sales momentum of its current marketed products portfolio, including NYDA®, the Company continues to make positive steps towards generating positive cash flow. The recent launch of Pediapharm Naproxen Suspension, as well as the anticipated launch of Easyhaler-budesonide in 2015,

Pediapharm Inc.

Management discussion for the three and nine month periods ended December 31, 2014

will positively impact revenues for years to come. In parallel, the Company is in the process of assessing potential product acquisitions, and strives to add more products to its portfolio within this fiscal year. Pediapharm is a growth company in the high-margin specialty pharmaceutical industry, and when opportunities arise to feed that growth, it may raise incremental capital to provide for necessary funding and flexibility.

CORPORATE STRUCTURE OF PEDIAPHARM

Pediapharm was incorporated in 2003 under the federal laws of Canada and commenced its operations in late 2007. The head office and registered and records office of Pediapharm are both located at 225 - 1 Place du Commerce, Verdun, Québec, H3E 1A2. Pediapharm has one wholly-owned subsidiary, Pediapharm Licensing Inc., which was incorporated in 2011 under the laws of Ontario and was granted a drug establishment license by Health Canada. The registered office of Pediapharm Licensing Inc. is located at 4 Innovation Drive, Dundas, Ontario L9H 7P3. The Board of Directors of the Company has decided, following the amalgamation with Chelsea Acquisition Corporation completed on December 10, 2013, to change the Company's financial year-end from December 31 to March 31. Pursuant to section 4.8 of National Instrument 51-102 – *Continuous Disclosure Obligations*, the Company has filed on SEDAR a Notice of Change in Year End providing information about the length and filing dates of its annual audited financial statements and interim financial statements for both its transition year and subsequent financial years.

BUSINESS OVERVIEW OF PEDIAPHARM

Pediapharm is a specialty pharmaceutical corporation that distributes innovative prescription medicines used to treat pathological conditions that mainly affect children from infancy to eighteen (18) years of age. The products that Pediapharm distributes originate from transactions whereby Pediapharm either acquires intellectual property rights through a licensing agreement (commonly known as "in-licensing") that enables Pediapharm to register the drug products with Health Canada in order to commercialize them. As such, Pediapharm does not produce, manufacture or develop products, but rather licenses finished products and sells them. Pediapharm may also acquire products that are already commercialized in Canada. Pediapharm also commercializes non-prescription products (non-prescription drugs, medical devices, diagnostic products) that are innovative and fulfill unmet medical needs of children.

Pediapharm presently does not develop any of its own products or own any patents, but may eventually partner in low-risk novel formulation development of known drugs in order to make them more amenable for pediatric use. Finally, although the core of the commercial approach is geared toward the children population, the Company also has opportunities to generate revenues in the adult market if its products are being prescribed for this patient population.

SELECTED FINANCIAL INFORMATION

FINANCIAL POSITION ANALYSIS

ASSETS

At December 31, 2014, total assets were \$5,150,150 compared with \$8,597,175 at March 31, 2014. Cash has decreased to \$2,723,241 (March 31, 2014 - \$7,092,224) as a result of the operating loss, the investment in new assets and the reduction of accounts payable and accrued liabilities.

LIABILITIES

At December 31, 2014, total current liabilities were \$505,215 compared with \$1,371,534 at March 31, 2014. The substantial decrease is primarily due to the payment of invoices that were related to the amalgamation with Chelsea Acquisition Corporation and the listing on the TSX Venture Exchange. These payments mostly occurred in the three month period ended June 30, 2014. Deferred revenue, which

Pediapharm Inc.

Management discussion for the three and nine month periods ended December 31, 2014

consists of amounts received from commission and product sales in advance of revenue recognition, has also decreased substantially from \$264,327 to \$2,705 as a result of revenue recognition timing.

EQUITY

At December 31, 2014, Shareholders' equity was \$4,643,435 compared with \$7,220,948 as at March 31, 2014, mostly due to the comprehensive loss for the period and the expenses related to vesting of stock options.

STOCK OPTIONS

For the three-month period ended December 31, 2014, the share-based compensation expense with respect to options amounted to \$178,822 (three month period ended December 31, 2013 – (\$245,554)) and is included in administrative expenses in the consolidated statement of comprehensive loss. The share-based compensation expense for the three-month period ended December 31, 2014 is entirely comprised of vesting of previously issued stock options.

For the nine-month period ended December 31, 2014, the share-based compensation expense with respect to options amounted to \$543,176 (nine month period ended December 31, 2013 – (\$245,554)) and is included in administrative expenses in the consolidated statement of comprehensive loss.

As at December 31, 2014, a total of 2,948,919 common shares remained authorized for issuance under the stock incentive plan.

All options granted become immediately exercisable in the event of any change of control of the Company.

OPERATING RESULTS ANALYSIS

	December 31, 2014 (3 months)	December 31, 2013 (3 months)	December 31, 2014 (9 months)	December 31, 2013 (9 months)
Revenue	918,511	1,237,538	2,725,504	3,182,395
Selling and administrative expenses	2,043,972	1,289,916	5,875,503	3,456,119
Net loss	(1,121,145)	(1,703,124)	(3,120,689)	(2,173,877)
Cash flow from (used in) operating activities	(968,162)	(1,038,899)	(3,360,621)	(1,257,864)
Cash flow from (used in) investing activities	(701,787)	249,443	(992,690)	55,798
Cash flow from (used in) financing activities	(985)	6,394,230	(985)	6,727,356

Pediapharm Inc.

Management discussion for the three and nine month periods ended December 31, 2014

FINANCIAL INFORMATION COMPARISON

REVENUE

For the three months ended December 31, 2014, revenues reached \$918,511 compared with revenues of \$1,237,538 in the three months ended December 31, 2013. In the three month period ended December 31, 2014, \$824,246 (2013 - \$434,589) of revenue was generated from the sale of products, led by the very strong revenue growth from NYDA®, whereas \$94,265 (2013 - \$802,949) was generated from commissions. Commission revenue was negatively impacted by the termination of the Company's promotional sales agreements with Sanofi Canada for Suprax® and Allerject™, effective June 30, 2014.

For the nine months ended December 31, 2014, revenues reached \$2,725,504 compared with revenues of \$3,182,395 in the nine months ended December 31, 2013. In the nine month period ended December 31, 2014, \$2,161,239 (2013 - \$1,139,641) of revenue was generated from the sale of products, led by the very strong revenue growth from NYDA®, whereas \$564,265 (2013 - \$2,042,754) was generated from commissions. Commission revenue was negatively impacted by the termination of the Company's promotional sales agreements with Sanofi Canada for Suprax® and Allerject™, effective June 30, 2014.

SELLING AND ADMINISTRATIVE EXPENSES

For the three months ended December 31, 2014, selling and administrative expenses were \$2,043,972 (2013 - \$1,289,916). For the nine months ended December 31, 2014, selling and administrative expenses were \$5,875,503 (2013 - \$3,456,119).

The Company has deployed additional efforts in selling & marketing as well as in business development to capitalize on the Company's existing portfolio as well as future products and/or license agreements. Pediapharm continues to invest in marketing and sales efforts on NYDA. This investment is key in the success of NYDA, which is growing at a rate of 92% vs 2013 on its way to achieve its projected peak sales of \$6,000,000-\$8,000,000 in fiscal 2018. Furthermore, the Company has added key management personnel such as the Chief Financial Officer and the newly appointed Vice President, Marketing and Sales, in support of the expected revenue and profit growth. Expenses related to the listing on the TSX Venture Exchange also had an impact when comparing both periods.

COMPREHENSIVE LOSS

The comprehensive loss for the three months ended December 31, 2014 was \$1,121,145 compared to the \$1,703,124 in the three months ended December 31, 2013. The comprehensive loss for the nine months ended December 31, 2014 was \$3,120,689 compared to the \$2,173,877 in the nine months ended December 31, 2013.

The additional efforts in marketing & sales as well as investments in securing new agreements are the main reasons for the increased loss. Furthermore, expenses related to the amalgamation with Chelsea Acquisition Corp, in December 2013, as well as the termination of the Company's promotional sales agreements with Sanofi Canada for Suprax® and Allerject™, effective June 30, 2014 also had an impact when comparing the periods.

CASH FLOW ANALYSIS

Operating activities

For the three months ended December 31, 2014, cash flows used in operating activities was \$968,162 compared with \$1,038,899 for the three months ended December 31, 2013. For the nine months ended December 31, 2014, cash flows used in operating activities was \$3,360,621 compared with \$1,257,864 for the nine months ended December 31, 2013.

In addition to the comprehensive loss of \$3,120,689 for the nine month period ended December 31, 2014 (2013 - \$2,173,877), the increase is due to the payment of expenses, with accounts payable and accrued liabilities going from \$1,100,315 at March 31, 2014 to \$498,307 at December 31, 2014.

Pediapharm Inc.

Management discussion for the three and nine month periods ended December 31, 2014

Investing activities

Most of the investing activities for Pediapharm involve the purchase of licenses, as well as the amortization charges as per Pediapharm's accounting policies.

For the three months ended December 31, 2014, the Company purchased intangible assets in the amount of \$700,981 (2013 - \$0). For the nine months ended December 31, 2014, the Company purchased intangible assets in the amount of \$935,130 (2013 - \$5,200).

Financing activities

For the three and nine months ended December 31, 2014, there was no activity to report but in the three months ended December 31, 2013, the Company had received \$6,394,230 as a result of the financing associated with the amalgamation with Chelsea Acquisition Corp.

SUMMARY OF ANNUAL RESULTS

The following tables set out financial performance highlights for the past three fiscal years.

	Fifteen months ended March 31, 2014	Twelve months ended December 31, 2012	Twelve months ended December 31, 2011
Revenues	\$4,681,776	\$2,490,503	\$1,711,318
Selling and Administrative Expenses	\$6,216,605	\$4,570,472	\$3,678,148
Total comprehensive loss	(\$4,079,633)	(\$2,246,068)	(\$3,588,064)
Cash flow from (used in) operations	(\$2,010,333)	(\$1,932,622)	(\$1,495,206)
Cash & cash equivalents, end of period	\$7,092,224	\$599,551	\$807,801
Assets	\$8,597,175	\$1,705,991	\$1,725,357
Long-term liabilities	\$4,693	\$10,284,499	\$8,428,951
Dividends	\$0	\$0	\$0

SUMMARY OF QUARTERLY RESULTS

	Quarter ended	Quarter ended	Quarter ended	Quarter ended	Quarter ended	Quarter ended	Quarter ended	Quarter ended
	31-Dec-14	30-Sep-14	30-Jun-14	31-Mar-14	31-Dec-13	30-Sep-13	30-Jun-13	31-Mar-13
Revenues	\$918,511	\$928,257	\$885,260	\$677,969	\$1,237,538	\$1,094,596	\$851,376	\$821,413
Selling and Administrative Expenses	\$2,043,972	\$2,121,969	\$1,716,187	\$1,772,634	\$1,289,916	\$1,061,868	\$1,104,535	\$1,031,633
Total comprehensive loss	(\$1,121,145)	(\$1,186,937)	(\$812,707)	(\$1,566,442)	(\$1,703,124)	(\$111,010)	(\$359,744)	(\$339,314)
Cash flow from (used in) operations	(\$968,162)	(\$821,947)	(\$1,570,481)	(\$426,833)	(\$1,038,899)	(\$251,593)	(\$238,095)	(\$264,997)
Cash & cash equivalents, end of period	\$2,723,241	\$4,401,313	\$5,341,288	\$7,092,224	\$6,104,636	\$508,046	\$346,935	\$586,520
Assets	\$5,150,150	\$6,178,755	\$7,111,701	\$8,597,175	\$8,262,599	\$3,011,612	\$1,849,834	\$1,962,317
Long-term liabilities	\$1,500	\$6,688	\$7,649	\$4,693	\$573,896	\$9,384,684	\$8,944,297	\$10,428,765
Dividends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

LIQUIDITY, CAPITAL RESOURCES AND SOURCES OF FINANCING

Pediapharm finished the nine-month period ended December 31, 2014 with cash amounting to \$2,723,241. Between its current cash, the potential profitability of its current products and its access to capital markets, the Company believes it has the necessary means for at least the next twelve months.

Pediapharm Inc.

Management discussion for the three and nine month periods ended December 31, 2014

RELATED PARTY TRANSACTIONS

Transactions with related parties during the period and amounts due or from these parties as at December 31, 2014 are disclosed in the consolidated financial statements. All related party transactions, unless otherwise disclosed, occurred in the normal course of operations.

In the three months ended December 31, 2014, the Company paid management fees in the amount of \$37,500 (2013 - \$46,290) to a company owned by the current Chief Financial Officer of the Company. In the nine months ended December 31, 2014, the Company paid management fees in the amount of \$112,500 (2013 - \$68,790) to a company owned by the current Chief Financial Officer of the Company.

In the nine months ended December 31, 2014, the Corporation paid management fees in the amount of \$7,000 (2013 - \$10,000) to a Director of the Corporation for a project outside of the regular duties of a Director.

In the nine months ended December 31, 2014, the Company paid consulting fees in the amount of \$0 (2013 - \$32,214) to a firm of which a Director of the Company is a partner.

In the three months ended December 31, 2014, the Company paid legal fees in the amount of \$4,143 (2013 - \$0) to a firm of which a Director of the Company is a partner. In the nine months ended December 31, 2014, the Company paid legal fees in the amount of \$4,143 (2013 - \$0) to a firm of which a Director of the Company is a partner.

CAPITAL RESOURCES

Pediapharm manages its capital structure and brings about adjustments related to changes in the economic environment and underlying risks of its assets. To preserve or modify its capital structure and to carry on the development and commercialization of technology and fulfill its various financial obligations, Pediapharm may issue additional shares or negotiate new loans.

CONTRACTUAL COMMITMENTS

The future minimum payments required under a long-term operating lease for office space are as follows:

	\$
2015	65,604
2016	79,605
2017	70,760

DESCRIPTION OF THE SECURITIES

Pediapharm authorized share capital consists of an unlimited number of Pediapharm Common Shares. As of March 2, 2015, Pediapharm has 72,055,856 shares outstanding. There have been no dividends declared during the current period.

OFF-BALANCE SHEET ARRANGEMENTS

The Company has no off-balance sheet arrangements.

SIGNIFICANT ACCOUNTING POLICIES

The Company prepares its consolidated financial statements in accordance with IFRS, which require management to make estimates and assumptions that affect the amounts of its assets and liabilities, the information provided with regard to future assets and liabilities as well as the amounts of revenues and expenses for the relevant periods.

The elements in the financial statements that require more use of estimates include valuation of stock

Pediapharm Inc.

Management discussion for the three and nine month periods ended December 31, 2014

options and warrants and impairment of fixed and intangible assets. Actual results may differ from these estimates, but management believes they will not result in material changes versus the results being presented. Readers are invited to refer to the audited consolidated financial statements for the period ended March 31, 2014 for a full description of the significant accounting policies of the Company at that date.

FUTURE CHANGES IN ACCOUNTING POLICIES

The IASB previously published versions of IFRS 9, *Financial Instruments*, that introduced new classification and measurement requirements in 2009 and 2010 and a new hedge accounting model in 2013. In July 2014, the IASB released the final version of IFRS 9, *Financial Instruments*, which replaces earlier versions of IFRS 9 issued and completes the IASB's project to replace IAS 39, *Financial Instruments: Recognition and Measurement*. The standard is effective for annual periods beginning on or after January 1st, 2018, with earlier application permitted. Pediapharm is currently evaluating the impact of the standard on its consolidated financial statements. There are no other IFRS or International Financial Reporting Interpretation Committee interpretations that are not yet effective that would be expected to have a material impact on Pediapharm.

Readers are referred to the more detailed information described in other disclosure documents filed with the applicable Canadian securities regulatory authorities and available at www.sedar.com.

Management of Pediapharm Inc.